

Wednesday May 21, 1958

Dearest Henri,

PCAG

How's the leg? As warmer weather comes on, I guess it wakes up again. Can you get some kind of stuff for it that is analgesic? They know the word if they are pharmacists. George Yasukuni's Fuji-Rexall Pharmacy has a man from US tho he's very old. Hope it isn't giving you any trouble.

Well, it's getting near the time for you to come home, and there must still be much you want to do. We can do some of it by writing, but it can't beat the personal talking which is faster and more clear, and more personal, which is the most important.

Well, going often is the secret, and maybe next time we should take a trip to Shikoku, where I've never been, and find out who the makers of the Koi and the other things are. They appreciate a token gift and a visit, as few go there. About Shikoku, the umbrella makers should be told that Kessler got 300 pieces of the 6 ft kasa from China Dry Goods (Mr. Fred Hong) is the buyer who goes to Shikoku, I believe, now in Japan, who closed them out at whsl cost! So they have adequate supply, we're out, flat. Americans expect a J firm to have J things, and come to us first. Kessler has plenty stock. We don't, and under the circumstances, can we please get consideration of shipment? Also, Hirai is already over-burdened with work, and the it chalks up record for the Tokyo office, he is not an exporting office and is favor to us. As such, we can never go on business-like basis, as proven by his few letters and delayed answers. Money must go to Tokyo office instead of his pocket, so we should slip him a few thousand in yen into his wallet, and he'll be ahead. We should then, do business with N. Oka or other Kobe dealer willing and able to deal with and is nearer source, where the over-land delivery costs are less, and can expedite for us. Koi-nobori N. Oka handles come from Shikoku. They have served us well, but made little, tho our mark-up good. Maybe able to handle this umbrella deal. This season is over, practically, but we will sell them thru September I know. It is a staple, so we should hang on to it but make better preparations for it for the latter shipments, and I suggest you broach the subject with Hirai. Have Hirai tell maker to channel it, so maker will be clear on the WHY it is done (change-over).

It is disturbing to have you change the design which everyone asks for, by dropping the swirl, but I suppose you have your reasons, which I guess to be a plea from the maker that the swirl takes longer to make and yet the same price, and without it, they can produce and deliver many more. Guessing. But if possible, they should continue with what we are advertising or make us liars. Therefore we re-instated the original order including the swirl, since there is no explanation from you which you should have made to us in the letters.

I'm glad that if we have to have troubles, it's because we sell so much. We should have more summer and spring items, believe me, and it is your duty while there to straighten out all the hitches as this one big item had a snarl in it. It & other such summer stuff will save us from the lop-sided income! Now that aprons & other things are dropped, we must have more the outdoor summer patio things. Also year-round sellers. I think when we get the business analysts, he'll tell us. How about the Origami book people? They owe us money credited from 1952, I believe we wrote them after looking up the record. It may be 1954? No answer yet. We have lots of copies of letters we exchanged re: origami books: Japan Publications Co. We're always running out, as I told you prev. letter. Kanda, Main drag below Meiji Univ. downhill from Ochanomizu, from station, toward bookstalls, right-hand side. Gave you full add. & phone before, prev. letter. Think there is fun working on new idea for gift cards, too. Japanese paper folded, but stiffened onto harder paper, and two slits in fold crosswise so that the tie-ribbon hooks thru, laces thru, and no tying-on is nec., therefore faster, neater. Smart? Rounded corners, & when folded should be about the size of a calling card or slightly larger. Good idea? If we can have it cut that way, however they cut paper to size and round the corners in the trade. Got lots of ideas now so that we can work them out when you come back.

I have found a girl who can help us out a little by doing the brochures in sketches. She'll work on Sat. for a while so she won't be costing us much, she isn't risking her regular job, and we won't be committing her to a job with promises until we know for sure if we want her.

FOLD SIDES OVER AND THEN FOLD BOTTOM UP
MOISTEN FLAP WELL AND APPLY PRESSURE TO SEAL
NO OTHER ENVELOPE SHOULD BE USED

2/ Today the retail store didn't do as well as before, but we've been having a boom period like Christmas, til now, and it was gravy. I hope we'll be near the Civic center soon, and have another place at nihon machi. I know that the Mrs. of Oriental culture books is buying all kinds of things for her new retail store. They claim they lack the money to finance the construction of the new building re-design. He said he hoped the others would be moving near them. How about that I think the corner opp Soko should be bought even at a big price. Let's have the analysts do a review of our business for \$100 and see what they come up with, if they think we should lease out our retail, or what. If we should go in for real estate, or to expand our whse, or do both, or wat. I think \$100 isn't bad at all. They want us to sign up for an analysis, but I held off for you to come back. It takes 3-4 days they say with the guy watching us work. I'll bet he'll say we should all be under one roof if possible, which is what we know already. About our business, I told Dorothy to make the 2nd of June payday bec. paying evr ybody on the 29th when the retail works until 31st for their pay wasn't fair. Hope nobody bellyaches, I mean the 3 warehouse boys, bec. if it's anyone they'd do it. I didn't lay them off at all as I intended. When the higher pay scale co

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3/ comes into effect, we can do it. The employes' council told me how to do it. Also I read over what the notes say from that lecture on administration we went to, on how to talk to employees to get your idea across in a diplomatic manner, & decided that I remember very little of the valuable common sense they reviewed & tho I thought the price steep then, appreciate it now. Today there was a luncheon for women in publicity, including society women whose activity need publicity & how to go about it to get it and how to cooperate with the press, etc, and should have gone, except that I didn't have the time. Eiichi works straight thru the Wed is hid day off, bec. he hates to ask the girls from upstairs to come down to pitch in eas they crab so much about doing it. To he and I do most of it during Aki's 2 week vacation. It's only another 4 days. Well so much for today.

Norman made a match box holder (kitchen) which was displayed at Sears. Good?

Please write!

Love,

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